
INDEPENDENT DEALER-OPERATOR

RE-CERTIFICATION

In 2007 the Motor Vehicle Dealer Board began to look at the concept of continuing education for independent dealer-operators. After having held six public hearings; publication of numerous articles in [Dealer Talk](#); and countless hours of work, the final regulations were published in the August 2, 2010 edition of the [Virginia Register of Regulations](#).

Beginning January 1, 2006, by statute, anyone wishing to become the dealer-operator of an independent motor vehicle dealership is required to successfully complete a course of study before they will be allowed to take the independent dealer-operator qualification test at any DMV Customer Service Center (CSC). A re-certification requirement is the next logical step in enhancing the professionalism of the motor vehicle sales industry and to help dealer-operators to keep up with laws, regulations and guidelines.

The new regulations require independent dealer-operators to recertify every three years by either completing a course of study or passing an exam. The regulations provide an orderly schedule to transition existing and future independent dealer-operators into a three year recertification cycle.

Recertification will be tied to the month the independent dealer-operator initially became certified. If a dealer-operator become certified before 1995 (Including those “grandfathered” in 1989), they will need to recertify in 2011. Those initially certified between 1995 and 2005 will need to recertify in 2012 and those initially certified from 2006 to 2010, will need to re-certify in 2013.

The regulations provide maximum flexibility for independent dealers to complete recertification requirements as they allow for courses to be offered in a classroom setting as well as online and by mail. Independent dealer-operators will also have the option of studying on their own and recertifying by taking an exam. Dealer-operators will be able to recertify up to six months prior to their anniversary month and two months after their anniversary month. Independent dealer-operators will be sent a re-certification notice in the mail to their home address.

Soon both Online and classroom courses will be available through two course providers as well as the test that can be taken at any DMV Customer Service Centers. The MVDB WEB site will be updated just as soon as these options are available.

At this point independent dealer-operators are not required to take any action. You will be notified by mail when it is time to become re-certified.